

## Message Text

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INFO OCT-01 NEA-09 ISO-00 EB-05 USIA-12 RSC-01 /028 R

66619

DRAFTED BY COM/OIM/SAD/TM:HSOCKS

APPROVED BY EB/CBA/OCA/REP:GPWILSON

COM/OIM/SAD/252:BRYNO

EA/CBA/OCA/BR:JLNE SVIG

COM/OIM/FE:TMOORE

NEA/PAB:MGJONES

NEA/INS:JPNACH

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R 262119Z AUG 74

FM SECSTATE WASHDC

TO AMCONSUL KARACHI

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

AMCONSUL MADRAS

AMEMBASSY NEW DELHI

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E.O.11652:NA

TAGS: BEXP PK IN

SUBJECT: MINING, MINE PLANT PROCESSING EQUIPMENT, EARTHMOVING,  
CONSTRUCTION MACHINERY TRADE MISSION, INDIA AND PAKISTAN

REF: KARACHI 1702, 1661, 1588; ISLAMABAD 7813; STATE 17667;  
NEW DELHI 10224

1. THE MINING AND MINE PLANT PROCESSING EQUIPMENT, EARTH-  
MOVING AND CONSTRUCTION MACHINERY TRADE MISSION WAS ORGANIZED  
ON THE BASIS OF MARKET RESEARCH DEVELOPED AT THE FOREIGN  
SERVICE POSTS IN BOTH INDIA AND PAKISTAN. UPON RECEIPT OF  
THIS INFORMATION, COMMERCE TAILORED THE MISSIONS TO EACH  
OF THE COUNTRIES, EMPHASIZING MINING AND MINE PLANT  
PROCESSING EQUIPMENT IN INDIA, WITH SECONDARY EMPHASIS ON  
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CONSTRUCTION AND EARTHMOVING EQUIPMENT.

2. SO FAR AS PAKISTAN IS CONCERNED, IT WAS INTENDED THAT MAJOR EMPHASIS BE PLACED ON EARTHMOVING/CONSTRUCTION MACHINERY AS IT RELATED TO THE INFRASTRUCTURE BUT NOT OVERLOOKING THE POSSIBILITY SO FAR AS MINING AND RELATED ACTIVITIES ARE CONCERNED EVEN THOUGH SOMEWHAT LONG RANGE.

3. COMMERCE IS SYMPATHETIC TO KARACHI'S RECOMMENDATION AND FULLY INTENDS TO INCLUDE FIRMS IN THE FIELD OF EARTH-MOVING AND CONSTRUCTION EQUIPMENT ENCOMPASSING AS WIDE A VARIETY OF FIRMS AND EQUIPMENT AS POSSIBLE. AMONG THOSE FIRMS WITH WHOM NEGOTIATIONS ARE PRESENTLY UNDERWAY AND WHO HAVE TENTATIVELY AGREED TO PARTICIPATE ARE THE FOLLOWING: ALLIS-CHALMERS, INGERSOLL-RAND, INTERNATIONAL HARVESTER, EUCLID DIVISION, GENERAL MOTORS, J.I. CASE AMONG THE MOST IMPORTANT. THESE FIRMS PRODUCE A WIDE VARIETY OF MACHINERY AND EQUIPMENT WHICH IS APPLICABLE NOT ONLY TO MINING OPERATIONS BUT TO CONSTRUCTION OF HIGHWAYS, ROADS, DAMS IRRIGATION, AND OTHER PROJECTS RELATED TO INFRASTRUCTURE DEVELOPMENT AS WELL. IT IS COMMERCE VIEW THAT THE INCLUSION OF BOTH AN ENGINEERING CONSTRUCTOR FIRM AND A CONSULTING ENGINEERING ORGANIZATION WOULD ADD CONSIDERABLE STATURE TO THE MISSION ITSELF.

4. NEGOTIATIONS ARE PRESENTLY UNDERWAY WITH N.L. INDUSTRIES, A VERY PRESTIGIOUS MINING FIRM; MOUNTAIN STATES MINERAL ENTERPRISES; SWINDELL-DRESSLER; HAZEN RESEARCH, INC. BOTH MOUNTAIN STATES AND SWINDELL-DRESSLER, A SUBSIDIARY OF PULLMAN INC. ARE WELL KNOWN AND RESPECTED ORGANIZATIONS IN THE MINING FIELD AS WELL AS FOR THEIR WORK AS CONSULTING ENGINEERS.

5. AS THE POSTS IN BOTH PAKISTAN AND INDIA ARE AWARE, THE ORGANIZATION OF COMMERCIAL PROGRAMS TO THIS PART OF THE WORLD IS DIFFICULT. THE INCLUSION OF BOTH COUNTRIES INTO WHAT COMMERCE CONSIDERS A VIABLE TRADE PROMOTION PROGRAM, SUITABLE FOR BOTH AREAS, DOES SIMPLIFY THE PROBLEM TO SOME EXTENT BUT DOES REQUIRE CAREFUL TAILORING TO ATTRACT U.S. INDUSTRY. IT SHOULD BE NOTED UNCLASSIFIED

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THAT, FOR THE MOST PART, THE WIDE RANGE OF PRODUCT CATEGORIES OF THE MANUFACTURERS ARE SUITABLE FOR BOTH COUNTRIES IN TERMS OF EMPHASIS WHEREIN MINING AND MINING DEVELOPMENT RECEIVES EMPHASIS IN ONE COUNTRY, DEVELOPMENT OF INFRASTRUCTURE IN THE OTHER TO A GREATER OR LESSER DEGREE. IN ANY EVENT, THE IMPORTANT CONSIDERATION IS THAT WE HOPE TO RECRUIT A HIGH LEVEL CORPORATE OFFICIAL OF EACH PARTICIPATING FIRM TO VISIT EACH COUNTRY. IF THIS

CAN BE ACCOMPLISHED, USING THE TRADE MISSION AS THE  
VEHICLE TO DO SO, THEN WE FEEL THAT WE WILL HAVE ACHIEVED  
A MAJOR DEGREE OF SUCCESS. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** KARACHI 1702, 1661, 1588; ISLAMABAD, 7813; STATE 17667;  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** martinjw  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10 JUN 2002 by reddocgw>; APPROVED <24 JAN 2003 by martinjw>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MINING, MINE PLANT PROCESSING EQUIPMENT, EARTHMOVING, CONSTRUCTION MACHINERY TRADE MISSION, INDIA AND PAKISTAN  
**TAGS:** BEXP, PK, IN  
**To:** KARACHI  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005